

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/OED/MEPD/JN RANDOLPH, JR./CF

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R 102357Z NOV 76

FM SECSTATE WASHDC

TO AMEMBASSY ANKARA

INFO AMCONSUL ISTANBUL

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E.O. 11652: N/A

TAGS: BENC, TU

SUBJECT: MAJOR PROJECT: YESILKOY AIRPORT SYSTEMS

1. COMMERCE MAJOR PROJECTS CONTACTED BY WOLLARD AIRCRAFT EQUIPMENT COMPANY, MIAMI, FLORIDA IN CONNECTION WITH BID TO SUPPLY 14 PASSENGER LOADING BRIDGE FOR YESILKOY EXPANSION.

2. AT BID OPENING IN ANKARA NOVEMBER 2, WOLLARD IN CONSORTIUM WITH TURKISH LICENSEE ALARKO AND ARI INSSAT WAS LOW AT 27.2 MILLION DOLLARS WITH FRENCH FIRM CAREL FOUCHE IN CONSORTIUM TURKISH FIRM YUKSEL SECOND AT 29.2 MILLION DOLLARS.

3. WOLLARD CONCERNED OVER FRENCH GOVERNMENT PRESSURE UPSET CONTRACT AWARD, WHICH WOLLARD DOES NOT EXPECT TO BE ANNOUNCED UNTIL FEBRUARY.

4. WOULD APPRECIATE EMBASSY CONTACTING APPROPRIATE GOT
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AUTHORITY TO EXPRESS USG INTEREST THIS CONTRACT AND

REPORTING ON OUTCOME. UNDERSTAND FROM WOLLARD THAT

ALARKO ALSO REPRESENTING U.S. SUPPLIERS OTHER AIRPORT
SYSTEMS, SUCH AS AIRCONDITIONING AND FLIGHT INFORMA-
TION DISPLAYS. KISSINGER

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Message Attributes

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